67.40/2:985/44

EXPORT BRIEFS

United States Department of Agriculture

Foreign Agricultural Service

These export opportunities for U.S. food & agricultural products have been gathered by agricultural and other U.S. government officers serving abroad. The USDA does not guarantee the reliability of the overseas inquirer. For further information, contact the foreign firm originating the inquiry.

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Products Sought by Foreign Buyers

November 7 - 13, 1985

ALFALFA CUBE (TAIWAN). QUANTITY: 80-120 MT/SHIPMENT. PACKAGING: BULK. DELIVERY: ONE SHIPMENT/TWO MONTHS. QUOTE: C&F TAIWAN OR CIF TAIWAN. TELEX: 11403 WEICHUAN. BANK REF: THE RAINIER NATIONAL BANK, TAIPEI. CONTACT: THOMAS TONG, VICE PRESIDENT, CONCOURSE INTERNATIONAL INC., 2F, 125 SUNG CHIANG ROAD, TAIPEI, TAIWAN. PHONE: (02) 542-9292. (WK 46/ST 7276)

ALFALFA MEAL PELLETS, ALFALFA MEAL CUBE, ALFALFA MEAL PAIL (TAIWAN). QUANTITY: 40'-CONTAINER BASIS. QUALITY: PROTEIN-MIN 17%: ASH-MAX 12%, FIBRE -MAX 25%, VIT A- MIN 100,000 IUPP, MOISTURE - MAX 10%. PACKAGING: BULK. DELIVERY: JAN 1986. QUOTE: FOB AND CIF TAIWAN. BANK REF: THE CHANG HWA COMMERICAL BANK LTD.; AND BANGKOK BANK LTD. TAIPEI BRANCH. CONTACT: ROCK CHEN, AGRIASIA DEVELOPMENT CORP., 3F, 137 JEN AI ROAD, SECTION 4, TAIPEI, TAIWAN. TELEX: 24198 AGRIASIA. PHONE: (02) 752-7273 (4LINES). (WK 46/ST 7277)

ALFALFA PELLETS (VENEZUELA). QUANTITY: 200 MT/MONTH. QUALITY: 15-16 PERCENT PROTEIN AND 10.5 PERCENT MOISTURE. PACKAGING: 100 LB. SACKS. OTHER REQ: PHYTOSANITARY CERTIFICATE FROM COUNTRY OF ORIGIN. QUOTE: 1) FOB GULF; 2) C&F PTO. CABELLO. BANK REF: BANCO PROVINCIAL. CONTACT: MR. HERIBERTO GUERRA TREBERAS, C.A., CENTRO COMERCIAL CIUDAD TAMANACO, 1RA. ETAPA PISO 4, OFIC. 412, CHUAO CARACAS, VENEZUELA. TELEX: 27705 CTPBT VC. PHONE: (02) 926180 OR 929180. (WK 46 /TOFAS 0125)

ALFALFA PELLETS, CORNSTARCH (TAIWAN). QUANTITY: A) TRAIL ORDER - SUPPLIER'S MIN. ORFER. B) MIN. 40-50 MT/SHIPMENT. QUALITY: TO BE NEGOTIATED. PACKAGING: STANDARD EXPORT PACKAGING. DELIVERY: ASAP. QUOTE: CIF TAIWAN. BANK REF: THE SHANGHAI COMMERCIAL & SAVING BANK, LTD; AND THE HUA NAN COMMERCIAL BANK, KAOHGIUNG BRANCHES. CONTACT: MR. HSU TEH-CHUAN, GB. GOLDEN CORP. LTD., 61 CHIU TING ROAD, KAOHSIUNG, TAIWAN. TELEX: 71405 KUOJER. PHONE: (07) 201-2425. (WK 46/ST. 7274)

ALL KINDS OF VEGETABLE SEEDS, CHEMICAL FERTILIZERS: UREA AND AMONIUM SULFATE (GUATEMALA). QUANTITY: VEGETABLES: 1,000 LB.; HYBRID SORGHUM: 10,000; FERTILIZERS: 200,000. QUALITY: CHEMICAL FORMULAS 20-20-0; 16-20-0; 15-15-15; 12-24-12. PACKAGING: WHICHEVER THE SUPPLIER CHOOSES. DELIVERY: ASAP. OTHER REQ: PRO-FORMA INVOICES AND PAYMENT TERMS. QUOTE: CIF, C&F AND FOB. BANK REF: BANCO AGRICOLA MERCANTIL, SUCURSAL QUETZALTENANGO. CONTACT: ROLANDO PENA MORAN, EMPROSEM, 6A. CALLE 15-44, ZONA 1, QUETZALTENANGO, GUATEMALA. PHONE: (502) 0612875. (WK 46/TOFAS 0014)

AIMS

Issued weekly by the Agricultural Information and Marketing Services, Foreign Agricultural Service, USDA, Room 4645-S, Washington, D.C., telephone (202) 447-7103.

ANTELOPE HORNS (JAPAN). Quantity: 100 kilograms for the first shipment. Quality: Best for use in the manufacture of Chinese medicines. Packaging: Export. Delivery: Immediate by air shipment. Quote: C&F. Bank Ref: Hokuriku Bank, Osaka Branch, Osaka. CONTACT: Mr. Tadao Miyasaka, Miyachu and Co., Ltd., 1-8, Hirano-machi, Higashi-ku, Osaka, Japan. Telex: J 63124 MIYACHU. Phone: (06)203-7161. (WK 46/TOFAS 0312)

CATFISH FILLETS, CRAYFISH (CANADA). Quantity: 1500-3000 lbs. initially. Packaging: Frozen. Delivery: ASAP. Quote: FOB origin, U.S. Funds; FOB Ottawa, U.S. Funds. CONTACT: David McIntyre, H. Fine & Sons Ltd., 1000 Belfast Road, Ottawa, Ontario K1G 3H8, Canada. Telex: 0534356. Phone: 613-235-7275. (WK 46/TOFAS 8527)

CHICKEN CRISPY BITS (HOAGIES) (SWEDEN). QUANTITY: INITIALLY FAIRLY SMALL QUANTITIES. QUALITY: FIRST. PACKAGING: FOR INSTITUTIONAL MARKETS. DELIVERY: TO BE DECIDED. OTHER REQ: PRODUCT HAS TO BE COOKED BEFORE BREADING. QUOTE: FOB. BANK REF: FORENINGSBANKEN. CONTACT: AHMET BOND, ATLAS FOOD & TRADING AB, P.O. BOX 474, S-753 23 UPPSALA, SWEDEN. TELEX: 76266 ATLAS S. PHONE: 018/15 33 90. (WK 46/TOFAS 0184)

COMPLETE LINE OF GROCERY ITEMS (BAHRAIN). QUANTITY: TO BE DECIDED. PACKAGING: CONSUMER PACKS. DELIVERY: ASAP. OTHER REQ: PRODUCTS MUST CARRY ARABIC TRANSLATION OF THE ORIGINAL LABEL AND SHOWING DATES OF PRODUCTION AND EXPIRY. QUOTE: C&F BAHRAIN. BANK REF: NATIONAL BANK OF BAHRAIN. CONTACT: MR. ALI RASHID AL-AMIN, THE EXHIBITION, P.O. BOX 643, MANAMA, BAHRAIN. TELEX: 7227 AL-AMIN BN. PHONE: 253100. (WK 46/TOFAS 0071)

CONFECTIONERY, CHOCOLATE PRODUCTS AND COOKIES (BAHRAIN). QUANTITY: MIXED CONTAINER LOADS. PACKAGING: RETAIL. DELIVERY: ASAP. OTHER REQ: ARABIC LABELS INCLUDING DATES OF PRODUCTION AND EXPIRY ON RETAIL PACKAGES. QUOTE: C&F BAHRAIN. BANK REF: STANDARD CHARTERED BANK, BAHRAIN. CONTACT: MR. ABDUL RAZAQ BOKHOWA, BOKHOWA TRADING EST., P.O. BOX 665, MANAMA, BAHRAIN. TELEX: 8656 BOKOWA BN. CABLE: MANAFA. PHONE: 255822/257428. (WK 46/TOFAS 0073)

CORN (YEMEN ARAB REPUBLIC). Quantity: 5000 MT every three months. Quality: U.S. No. 2 or 3. Packaging: 50 kilo bags. Delivery: ASAP. Quote: C&F Hodeidah on 90 days credit. Bank Ref: Yemen Kuwait Bank, Sana'a. CONTACT: Hamed Ali Khalfallah, Sheba Poultry Company, P.O. Box 891, Sana'a, Yemen Arab Republic. Telex: 2426 SABAG YE. Phone: 203695/74995. (WK 46/TOFAS 0057)

CORN AND SOYBEAN MEAL FOR ANIMAL FEED (BAHRAIN). QUANTITY: CORN: 6,000 TONS; SOYBEAN MEAL 1,000 TONS. QUALITY: CORN: U.S NO 3 OR BETTER; SOYBEAN MEAL 48 PROFAT. PACKAGING: CORN, BULK; SOYBEAN MEAL, JUTE OR POLYETHELENE BAGS. DELIVERY: ASAP. QUOTE: C&F BAHRAIN. BANK REF: NATIONAL BANK OF BAHRAIN. CONTACT: DR. JALIL HALWACHI, DELMON POULTRY COMPANY, P.O. BOX 20535, MANAMA, BAHRAIN. TELEX: 9669 DEPCO BN. PHONE: 631993. (WK 46/TOFAS 0070)

CORN MILLING PRODUCTS (KOREA). Modified waxy maize starch or denatured corn starch. Quantity: 5-10 M/T Per Month (repeat order basis). Quality: Edible grade for producing bakery fillings and salad dressing. Packaging: Bulk pref 25kg or 40kg bags. Delivery: 3 weeks after confirmation of repeat order. Other Req: Leaflets and samples required no later than Nov. 18. Quote: CIF, CNF and FOB net for our client by return telex. CONTACT: Mr. Joe, Kyoo Hwang, General Manager, Donghak Trading Co., C.P.O. Box 7502 Seoul. Telex: 24598/CHOBANG. Phone: 212-5144 or 244-0046. (WK 46/TOFAS 8565)

CORN OIL AND SOYBEAN OR COTTONSEED OIL (YEMEN ARAB REPUBLIC). Quantity: 500 MT each. Quality: Refined ready for human use. Packaging: 190 kilo drums. Delivery: ASAP. Other Req: Arabic labeling and production and expiration dates. Quote: C&F Hodeidah/Mocha. Bank Ref: Arab Bank or Indo Suez Bank. CONTACT: Hashim S. Alahdal, Alahdal for Trading & Industry, P.O. Box 3958, Hodeidah, Yemen Arab Republic. Telex: 5556 ALAHDL YE. Phone: 239151/245620/210606 Hodeidah. (WK 46/TOFAS 0056)

DOG FOOD (JAPAN). Quantity: One container for the first shipment. Quality: Best. Packaging: Retail. Delivery: Immediate by surface shipment. Quote: FOB. Bank Ref: Sanwa Bank, Nihonbashi Branch, Tokyo. CONTACT: Mr. Norihito Iwabuchi, Chugai Boyeki Co., Ltd., c/o Konwa Bldg., 1-12-22, Tsukiji, Chuo-ku, Tokyo. Telex: 26837 LUCKY J. Phone: (03)544-8146. (WK 46/TOFAS 0313)

FOXS (TAIWAN). QUANTITY: 100 HEAD. PACKAGING & QUALITY: TO BE NEGOTIATED. DELIVERY: SIX MONTHS. BANK REF: THE FIRST COMMERICAL BANK, NORTH TAICHUNG BRANCH. CONTACT: MORRIS WANG, MORRISON ENTERPRISES CORP., 123 KUNG KUAN ROAD, TAICHUNG, TAIWAN. (WK 46/ST. 7275)

FROZEN WHOLE BROILERS (BAHRAIN). QUANTITY: 1 X 20 FT CONTAINER. QUALITY: GRADE A. PACKAGING: BIRDS SHOULD BE NYLON BAGGED INDIVIDUALLY, IN CARTON BOXES OF TEN BIRDS EACH. DELIVERY: ASAP. OTHER REQ: PRODUCTS MUST BE LABELED INDIVIDUALLY IN ARABIC AND CARRY DATES OF PRODUCTION AND EXPIRY. A SAMPLE OF THE LABELED BAGS TO BE PROVIDED TO THE IMPORTER PRIOR TO SHIPMENT. QUOTE: FOB NEW YORK AND C&F BAHRAIN. BANK REF: STANDARD CHARTERED BANK, BAHRAIN. CONTACT: MR. ABDULRAZAK BOKHOWA, BOKHOWA TRADING COMPANY, P.O. BOX 665, MANAMA, BAHRAIN. TELEX: 8656 BOKOWA BN. CABLE: MANAFA. PHONE: 255822/257428. (WK 46/TOFAS 0072)

GRAPES AND APPLES (GUATEMALA). QUANTITY: 8 CONTAINERS. QUALITY: US #1. PACKAGING: CARTONS. DELIVERY: NOVEMBER, DECEMBER. QUOTE: C&F. BANK REF: FLORIDA NATIONAL BANK, 169 EAST FLAGER STREET MIAMI, FLORIDA 33101. CONTACT: RICARDO SARAVIA, CODISA, 13 AVENIDA "B" 24-23, ZONA 13, GUATEMALA CITY. TELEX: 5035 CODISA-GU. (WK 46/TOFAS 0012)

LIVE HOGS - HIBRID (HONG KONG). Quantity: 960 breeders. Quality: First grade. Packaging: Export. Delivery: Prompt. Quote: CIF China. Bank Ref: Hong Kong Bank, Texaco Road Branch, Tsuen Wan, New Territories, Hong Kong. CONTACT: Mr. Danny Dung, China Joy Trading Ltd., Rm. 1403, The Centre Mark, 287-299 Queen's Road Central, Hong Kong. Telex: 78223 CHAJT HX. Phone: 5-815036. (WK 46/TOFAS 0010)

LONG GRAIN U.S. RICE (NEW ZEALAND). QUANTITY: 1 FULL CONTAINER LOAD LOTS. QUALITY: BEST. PACKAGING: 25 KG BAGS MARKED ARMADILLO TEXAS RICE. OTHER REQ: ALTHOUGH SMALL ORDER - WILL GROW TO 20 FULL CONTAINER LOADS PER YEAR. QUOTE: C&F WELLINGTON, N.Z.. BANK REF: BANK OF NEW ZEALAND, VIVIAN STREET, WELLINGTON, N.Z. CONTACT: JEFF KENNEDY, EMPIRE FOODSTUFFS WGTN N.Z., P.O. BOX 6006, 20 HOPPER ST, WELLINGTON, NEW ZEALAND. TELEX: NZ 3561. PHONE: (04) 857-585. (WK 46/TOFAS 0070)

MILKPOWDER FOR HUMAN CONSUMPTION (TAIWAN). QUANTITY: 3-5 CONTAINERS/MONTH. QUALITY: TOP GRADE. PACKAGING: STANDARD EXPORT. DELIVERY: ASAP. QUOTE: CIF. BANK REF: THE FIRST COMMERCIAL BANK, FU SHING BRANCH. CONTACT: MR. C.Y. LIN, PRESIDENT, TAIWAN KENAN ENTERPRISE CO., LTD., RM 3, 5F, 76 FUHSING SOUTH ROAD, TAIPEIWR QMAIWAN. TELEX: 22602 KENAN. CABLE: "KENAN" RAIPEI. PHONE: (02) 711-0338. (WK 46/ST 7278)

MILLET STRAW (SPAIN). QUANTITY: 2-3 METRIC TONS. PACKAGING: BULK. DELIVERY: UNDETERMINED. QUOTE: CIF. BANK REF: CAJA DE AHORROS DE ZARAGOZA, ARAGON Y RIOJA, FRAY JULIAN GARCES, 54, ZARAGOZA. CONTACT: MR. FERNANDEZ-OLMEDO, CELESTINO FERNANDEZ OLMEDO, SAN MARCIAL 4, 50007 ZARAGOZA, SPAIN. PHONE: (76) 387 281. (WK 46/TOFAS 0402)

PISTACHIOS AND ALMONDS (SPAIN). QUANTITY: 20-FEET CONTAINERS. QUALITY: SALTED. PACKAGING: 20-KILO BAGS. DELIVERY: ASAP. QUOTE: CIF. BANK REF: CAJA CANARIAS - OFICINA NO. 9 - SANTA CRUZ DE TENERIFE. CONTACT: MR. SANTIAGO RODRIGUEZ-FERNANDEZ, SANTIAGO RODRIGUEZ FERNANDEZ, CALLE DOMINGO MANRIQUE, 15 38006 SANTA CRUZ DE TENERIFE, SPAIN. PHONE: (22) 271218. (WK 46/TOFAS 0401)

SOYBEAN MEAL (GUATEMALA). QUANTITY: 100 MT. QUALITY: 48% PROTEIN CONTENT. PACKAGING: BAGS OR BULK. DELIVERY: ASAP. OTHER REQ: CERTIFICATES AND POLICIES IN SPANISH. QUOTE: CIF AND FOB. BANK REF: BANCO DE LOS TRABAJADORES, S.A. - 8A. AVENIDA 9-41, ZONA 1. CONTACT: ING. ESTUARDO COTO MARKUS, EMPRESA AVICOLA LOS CORRALES & COTESCO, S.A., 20 CALLE 1-65, ZONA 1, GUATEMALA CITY. TELEX: 9211 COTESC GU. PHONE: 24007-24009-24287-29321. (WK 46/TOFAS 0013)

SUDAN GRASS HAY (JAPAN). Quantity: Three containers per month. Quality: Best, for use as cattle feed. Packaging: Export. Delivery: Immediate by surface shipment. Quote: C&F. Bank Ref: Jyoyo Bank, Suikaido Branch, Ibaragi-ken. CONTACT: Mr. Hajime Yoshiba, K.K. Yoshiba Shoji, 375, Shimogawarazaki, Yatabe-machi, Tsukuba-gun, Ibaragi-ken, Japan. Phone: (02975)-5-1635. (WK 46/TOFAS 0311)

SWEET GREEN PEAS A) SWEET CORN B) SOYBEAN MEAL C) LINSEED MEAL D) SORGHUM E) (VENEZUELA). QUANTITY: A) 150 MT; B) 80 MT; C) LOTS OF 10,000 MT OR 20,000 MT; D) 120 MT; AND E) 10,000 OR 20,000 MT. QUALITY: A) SIZE 2-3, TIPE AAB; B) TIPE AAB; C) 48 PCT PROTEIN; D) N/A; E) YELLOW NO.3. PACKAGING: A) PREFERABLY 50 LB CARTON BOXES; B) SAME AS A; C) BULK; D) BAGGED (PLEASE SPECIFY) IN CONTAINERS; AND E) BULK. DELIVERY: A) QUARTERLY ORDERS STARTING DECEMBER 1985; B) SAME AS A; C) MONTHLY SHIPMENTS; D) QUARTERLY ORDERS; E) MONTHLY SHIPMENTS. QUOTE: A) C&F AND CIF; B) SAME AS A; C) FOB & C&F; D) FOB NOLA, MIAMI OR TAMPA; AND E) SAME AS C. NOTE: C) & E) AGENCY AGREEMENT FOR VENEZUELA. THE TRADING COMPANY IS AFFILIATED OF ONE OF THE STRONGEST VENEZUELAN FINANTIAL INSTITUTIONS AND WILL PURCHASE ON BEHALF OF THEIR CLIENTS. BANK REF: A) & B) BANCO MERCANTIL, C.A., TELEX,27002, ATTN. MR. RAFAEL PANTOJA; C), D) & E) BANCO MERCANTIL, C.A., TELEX,27002, ATTN. MR. MANUEL PANTOJA. CONTACT: MR. ANTONIO J. RODRIGUEZ, TRADING MERCANTIL, AV. ANDRES BELLO, NO.1, EDIF. MERCANTIL, PISO 25, APARTADO 789, CARACAS 1010, VENEZUELA. TELEX: 28387 BMER VC. PHONE: 507.1289. (WK 46/TOFAS 0129)

UNCOOKED CRAYFISH (FROZEN) (WEST GERMANY). Quantity: 1-3 tons monthly. Quality: 8/9, 9/10, 10/12, freshly frozen, U.S. crayfish only. Packaging: separately packed in foil, approx. 10 kg per box. Other Req: Sorted strictly according to size. Delivery: From April 1986 onwards. Quote: CIF Hamburg. Bank Ref: Dresdner Bank AG, 7032 Sindelfingen, Bahnhofstrasse 1. CONTACT: Mr. Schwitzler, MAREDO Gaststaetten GmbH & Co. KG, Rathausplatz 5, D-7032 Sindelfingen, W. Germany. Phone: (07031) 61 98 0. Telex: 7265417. (WK 46/TOFAS 0096)

UREA (GUATEMALA). QUANTITY: 1000 MT. QUALITY: 46% N. PACKAGING: 100/110 LB.. DELIVERY: IN 3 MONTHS. OTHER REQ: ANALYSIS CERTIFICATE, FREE SALE CERTIFICATE AND CERTIFICATE OF ORIGIN. QUOTE: CIF. BANK REF: BANCO DEL AGRO, S.A. - 9A. CALLE 5-39, ZONA 1; BANCO METROPOLITANO, S.A. - 5A. AVENIDA 8-24, ZONA 1. CONTACT: RONALD E. ESTRADA H., AGRICOLA EL SOL, 30 CALLE 11-42, ZONA 12, GUATEMALA CITY. PHONE: (502) 760496. (WK 46/TOFAS 0015)

WHEAT (SURINAME). QUANTITY: 2,800 MT PER MONTH CONTINUING. QUALITY: U.S. NO.2 NORTHERN SPRING, 13 PERCENT PROTEIN. PACKAGING: BULK. OTHER REQ: TEST WEIGHT PER BU, MIN. 58 LBS. HEAT DAMAGED KERNALS LESS THAN 2 PERCENT. TOTAL DAMAGED KERNALS LESS THAN 4 PERCENT. FOREIGN MATERIAL LESS THAN 1 PERCENT. SHRUNKEN AND BRKN KERNALS LESS THAN 5 PERCENT. TOTAL DEFECTS LESS THAN 5 PERCENT. WHEAT OF OTHER CLASSES LESS THAN 5 PERCENT. SHIP FIT FOR MOORING AND UNLOADING AT LANDING. DRAW 16 FT WATER WIDTH 50 FT. QUOTE: CIF. BANK REF: DE SURINAAMSCHE BANK, N.V. OR DE SURINAAMSE POST PAARBANK. CONTACT: MR. G. CHIERKOET, HET CENTRAAL IMPORT BEDRIJF SURINAME (CIS), WATERKANT 15, P.O. BOX 1414, PARAMARIBO, SURINAME. TELEX: 340 CIS SN (PARAMARIBO, SURINAME). PHONE: 71807 OR 71626. (WK 46/TOFAS 0130)

WHEAT FLOUR (SYRIA). QUANTITY: 30,000 TONS PLUS/MINUS 10 %. QUALITY: LATEST CROP, WITHOUT ANY EXTRACTION OF ANY OTHER FLOUR THERE FROM, NATURAL WHITE COLOR, UNTREATED WITH ANY CHEMICALS, ASH CONTENT ON DRY MATTER 0.6 %, UNSOLUBLE ASH PERCENTAGE IN HYDROCHLORIC ACID SHALL NOT EXCEED ONE PER THOUSAND, PROTEIN ON DRY MATTER (N X 5.7) SHALL BE 10.5 %, RATE OF WATER ABSORPTION BY FARINOGROPH SHALL BE 56 %, VALUE OF VALORIMETER BY FARINOGRAPH SHALL NOT BE LESS THAN 38 BRABENDER UNITS, ACIDITY 3 DEGREES, GRANULATION-

THROUGH GAUZE 5 XXX 90 % MINIMUM AND THROUGH GAUZE 12 XXX 60 % MAXIMUM, MOISTURE 14 %, COLOR SHALL NOT EXCEEDE 5 KENT - JONES UNITS. FALLING MUMBER 275 MINIMUM, ENERGY SHALL BE 80 SQUARE CENTIMETERS. FLOUR SHALL BE OF NATURAL ODOR AND TASTE AND FREE FROM METALLIC AND ORGANIC DEFCETS, LIVE AND DEAD INSECTS, THEIR FRAGMENTS AND OVULES, AND TRACES OF ANY CHEMICAL OR ANY OTHER CONTAMINATION, DATE OF EXTRACTION SHALL NOT EXCEED 30 DAYS. PACKAGING: IN BAGS. SHIPPING: 15,000 TONS DURING DECEMBER 1985 AND 15,000 TONS DURING JANUARY 1986. QUOTE: C AND F FREE OUT LATTAKIA OR TARTOUS OR FOB (IN WHICH CASE PORT OF LOADING HAS TO BE SPECIFIED). OTHER REQ: FIVE % BID BOND REQUIRED WITH OFFER AND SHOULD BE ISSUED AND CONFIRMED BY THE COMMERCIAL BANK OF SYRIA, BRANCH NO. 4, DAMASCUS, BY 14:00 HRS DAMASCUS LOCAL TIME ON NOVEMBER 19, 1985,. BIDDER HAS TO DECLARE HIS CHOSEN DOMICILE IN SYRIA, SUCH A DOMICILE SHALL NOT BE AN EMBASSY, HOTEL, P.O. BOX OR PHONE NUMBER, THE BIDDER HAS TO PROVIDE A DOCUMENT EVIDENCING HIS JURIDICAL STATUS (WHETHER PROPRIETOR, INVESTOR OF THE FLOUR MILLS OR RUNNING AN OFFICE DEALING IN MARKETING FLOUR) THIS DOCUMENT SHOULD BE TRANSLATED INTO ARABIC BY A SWARN-IN TRANSLATOR AND SHALL EVIDENCE THE OWNERSHIP OF THE RESPECTIVE FLOUR MILLS AND BE VALID TILL THE END OF THE YEAR DURING WHICH IT WAS ISSUED, DOCUMENTS FOR THREE BALANCE SHEETS PERTINENT TO 1982 - 1984 SHOULD ALSO BE SUBMITTED, AS WELL AS A STATEMENT SHOWING QUANTITIES EXPORTED IN 1983 AND 1984. AND THE PARTIES TO WHOM THEY EXPORTED AND THEIR RESPECTIVE ADDRESSES. BAGS SHOULD BE SEWN WITH LABLES INDICATING THE NAME OF THE FLOUR MILL (THAT MUST BE THE SELLERS FLOUR MILL), DATE OF PRODUCTION, QUANTITY OF FLOUR AND WEIGHT OF EACH BAG. DEADLINE: 851119 (24:00 HRS DAMASCUS LOCAL TIME. BANK REF: COMMERCIAL BANK OF SYRIA, BRANCH NO. 4, DAMASCUS. CONTACT: DIRACTOR GENERAL, GEN. EST. FOR CEREAL PROC. AND TRADE, P.O. BOX 4106, DAMASCUS, SYRIA. TELEX: 411027 AND 41139I SY HOBOOB. CABLE: HOBOOB DAMASCUS. PHONE: 428500, 428502. EAGLETON. (WK 46/TOFAS 0095)

WHITE KING SQUAB, SILVER KING SQUAB, GENERAL CROSS SQUAB BREEDING STOCK (HONG KONG). Quantity: 300 pairs Silver King or White King, 1200 pairs General Cross Squab. Packaging: Export airway packing to China. Delivery: End of Nov 85 early Dec 85. Bank Ref: Kincheng Banking Corporation, 51-57 Des Voeux Road Central, Hong Kong. CONTACT: Mr. Edward Au Yeung, Ocean Pine Ltd., 20/F., Unit 2005A, Nan Fung, Centre, 264-298 Castle Peak Road, Tsuen Wan, New Territories, Hong Kong. Telex: 37922 OPINE HX. Phone: 0-4930106. (WK 46/TOFAS 0011)

WINES, TOBACCO (TAIWAN). QUANTITY: FCL. PACKAGING: CONSUMER. DELIVERY: ASAP, SUBJECT TO AUTHORITIES REGULATIONS. QUOTE: CIF TAIWAN. BANK REF: BANKDK BANK, TAIPEI; AND BANK OF AMERICA, TAIPEI. CONTACT: JAMES JAING, CHI SING ENTERPRISES CO., LTD, 281 MING SHENG WEST ROAD, TAIPEI, TAIWAN. TELEX: 21892 CHISIN. PHONE: (02) 564-1776. (WK 46/ST. 7263)

YEAST (FRANCE). QUANTITY: 1,000 KG/WEEK. QUALITY: FRESH YEAST. PACKAGING: IN CARTONS OF 10 KGS. OTHER REQ: LABELLING IN FRENCH. BANK REF: CREDIT AGRICOLE 80200 PERONNE. CONTACT: MR. BENEDICTO, MAISON MOREAU, 1, AVENUE DE LA GARE 80200 PERONNE. PHONE: (1) 16.22.84.39.61. (WK 46/TOFAS 0352)

Marketing Announcement

HELFEX '86 INTERNATIONAL HEALTH FOOD SHOW

The Foreign Agricultural Service will sponsor a U.S. pavilion at the 1986 HELFEX International Health Food Show, to be held in Brighton, England, April 20 through 21, 1986.

HELFEX is an excellent vehicle for introducing health food products to the growing U.K. and European markets. Participants in the U.S. pavilion, which has grown from eight booths in 1984 to sixteen booths for 1986, will receive a variety of services, including product label clearance, reduced space rental cost, consolidated product shipment to the show site, and pre-show publicity in the U.K. For details concerning participation in HELFEX '86, please call Fred Kessel, Export Programs Division, Foreign Agricultural Service, (202) 447-3031.

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YOU CAN NOW CHARGE IT!

AIMS is now accepting Master Card and Visa orders by telephone for new and old companies alike. Use this method of payment for instant renewal of your Export Briefs, or when ordering a Foreign Importer List, or International Marketing Profile. It's quick and easy -- with no paperwork. Call (202) 447-7103

TECHNICAL OFFICE

Notice of Foreign Proposals Concerning Standards in Agriculture. As required of all signatories to the GATT Standards Code, the following notifications of foreign proposed standards-related rules have been provided for the information and comment of interested agencies and firms. The Technical Office invites inquiries from anyone who believes that any of the proposed regulations notified under this heading could cause a trade problem. From time to time we also receive information through our embassies in foreign countries, as is the case this week. Request for copies or questions can be referred to Carolyn Fillmore Wilson, USDA Technical Office, Building 1072 BARC - East, Beltsville, MD. 20705; or telephone (301) 344-2651. After reviewing a particular proposal, anyone interested in commenting on it should include the TBT Notification Number in their communication.

Japan - TBT Notification 85. 168 The Japanese Ministry of Agriculture, Forestry and Fisheries, Agricultural Production Bureau, Fertilizer and Machinery Division, has proposed an amendment (product covered - fertilizers) to the official standards of ordinary fertilizers. With regard to the technical standards of official standards, the proposal will relax restrictions on raw materials such as granulation accelerators. It will also newly establish standards of ammonium nitrate fertilizers. The objective and rationale for the proposal is to improve access into Japanese markets. Final date for comments on the proposal is December 24, 1985.

Japan - TBT Notification 85.169 The Japanese Ministry of Agriculture, Forestry and Fisheries, Agricultural Production Bureau, Fertilizer and Machinery Division, has proposed an amendment (product covered - fertilizers) to the enforcement regulation for the Fertilizer Control Law. The proposal states that certain fertilizers, now subject to registration, shall be made subject to notification (as designated mixed fertilizers). The objective and rationale for the proposal is to improve access into the Japanese markets. Final date for comments on the proposal is December 24, 1985.

European Economic Community A proposal for a Council Directive (product covered - food colorings) amending for the eighth time the Directive of October 23, 1962 on the approximation of the rules on the Member States concerning the coloring matters authorized for use in foodstuffs intended for human consumption was issued on October 30, 1985.

GUIDELINES FOR RESPONDING TO INQUIRIES

Based on comments from firms to Foreign Agricultural Service representatives aboard, there are two main reasons companies are unsuccessful in their attempts to develop trade relationships from opportunities presented--delays in responding to trade inquiries and ineffective correspondence. The following guidelines may prove helpful when responding to trade inquiries.

ALWAYS REPLY QUICKLY

USE TELEX. Telex is the communication mode expected by most foreign buyers. If more details are required, a brief telephone call is also an effective way to indicate your interest. delay gives the edge to your competition. unless otherwise specified by foreign inquiry, correspondence in English is acceptable.

ALWAYS RESPOND COMPLETELY

ON YOUR FIRM. Furnish bank and trade references, pertinent company history, and relevant exporting experience. It is also useful to mail a copy of your annual sales report. Establish your firm as a reliable source of supply.

ON YOUR PRODUCT. Supply complete product information. Use the metric system of measurement. American standard weights, measures and dimensions have little meaning in most overseas countries. When responding by mail, descriptive and illustrative brochures should be include, but not relied on, to do the whole selling job.

ON YOUR PRICE. Include full price information when possible, and a devivery date. Quote the price requested or a CIF price (cost, insurance, and freight) to a port in the inquirer's country. A freight forwarder will be able to help you determine insurance and freight prices for the products involed. Specific terms of payment should be clearly stated. Information provided should, whenever possible, be sufficient for the customer to place an order without the delay of further correspondence.

ALWAYS REPLY EFFECTIVELY

BE SPECIFIC. Ask specific questions to pinpoint buyer's needs. If the inquiry does not clearly specify products or services desired, let the buyer know what you have available. Do not neglect imprecise inquiries.

BE DISCRETE. Seek credit data from sources other than the overseas firm. Personal requests for credit information are considered discourteous in many countries. Such information is easily obtained from reliable and objective sources such as your bank's international department.

BE ORIGINAL. When relpying by mail, do not use form letters. Form letters are frequently discarded by overseas buyers. Keep correspondence friendly and interesting. Avoid using slang. Create an impression of personal and exclusive interest.

BE ACCURATE. Check the correct address of the foreign firm, whatever mode of reply. When writing, do not discard the envelope until you are sure the complete address (including the country) is on the firm's letterhead. The return address should provide your company's full name and address, including "U.S.A". After the zip code. Include your cable address and telephone number.

BE SMART. Do not disregraud inquiries with less-than-perfect English. Quite possibly, it is a legitimate sales lead but the writer knows English only as a second language. Also, if the printing quality of the stationery does not meet standards you ordinarily expect, keep in mind that printing standards in your correspondent's country might be quite different. Despite first impression, the inquiry may be from a reputable, well-established firm.

FOLLOW-UP. If a reply is not received within a reasonable time, follow-up with a second telex. You may have missed the original export opportunity, But may still be able to begin a business relationship.

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